

Message Text

SECRET

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FM SECSTATE WASHDC
TO AMEMBASSY BUCHAREST PRIORITY

S E C R E T STATE 020559

EXDIS

E.O. 11652: XGDS 2 AND 3

TAGS: TSPA, ACOM, PFOR, RO

SUBJECT: VIP TELECOMMUNICATIONS EQUIPMENT

REFERENCE: (A) 76 STATE 308582; (B) BUCHAREST 0566

1. AS REPORTED IN REF (A) DURING DISCUSSION AT STATE IN DECEMBER, ZGAVARDICI SAID IT WAS POSSIBLE THAT TEAM FROM ROMANIAN BANK (PRESUMABLY FOREIGN TRADE BANK) WOULD COME TO WASHINGTON IN LATE JANUARY TO DISCUSS FINANCING OF AIR-CRAFT SALE WITH EXIM. WHILE WE DID NOT SAY THAT TEAM SHOULD NOT COME, WE DID STRESS TO HIM THAT IN KEEPING WITH USUAL EXIM PRACTICE, IT WOULD BE DESIRABLE THAT REQUESTS FOR EXIM FINANCING BE MADE BY THE U.S. SUPPLIER.

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2. DISCRETE FURTHER DISCUSSION WITH SENIOR EXIM OFFICIAL LEADS US TO CONCLUSION THAT IT WOULD BE BEST TO ENCOURAGE APPROPRIATE ROMANIAN OFFICIAL OR OFFICIALS TO COME TO WASHINGTON AT EARLIEST CONVENIENCE IN ORDER TO CONDUCT PRE-LIMINARY TALKS WITH EXIM ON TECHNIQUES OF FINANCING SALE OF THE AIRCRAFT. IT IS POSSIBLE, FOR EXAMPLE, THAT IF

AIRCRAFT TRANSACTION FALLS IN CATEGORY OF WHAT EXIM TERMS
"NEGOTIATED SALE" AS OPPOSED TO ONE BASED ON COMPETITIVE
BIDS, EXIM PRELIMINARY COMMITMENT WILL NOT BE NECESSARY AND
THUS BUYER, RATHER THAN SELLER, SHOULD APPLY TO EXIM FOR

FINANCING. IN ANY CASE, SUCH EXPLORATORY TALKS WITH EXIM
AS WE HAVE IN MIND SHOULD TAKE PLACE IN ADVANCE OF CON-
CLUSION OF SALES CONTRACT OR CONTRACTS FOR THE PACKAGE
SINCE CERTAIN ASPECTS OF EXIM'S ANTICIPATED HANDLING OF
THE REQUEST FOR BANK'S PARTICIPATION IN FINANCING SALE OF
THE AIRCRAFT NEED TO BE TAKEN INTO ACCOUNT IN CONTRACT
DRAFTING.

3. DRAWING ON FOREGOING, EMBASSY IS REQUESTED TO CONTACT
ZGAVARDICI AND URGE THAT APPROPRIATE FINANCIAL EXPERT OR
EXPERTS COME TO WASHINGTON AT EARLIEST CONVENIENCE FOR
PRELIMINARY DISCUSSIONS WITH EXIM. EMBASSY SHOULD RE-
ITERATE TO HIM THAT DISCUSSIONS WITH EXIM WOULD COVER ONLY
POSSIBLE EXIM PARTICIPATION IN SALE OF AIRCRAFT ITSELF,
AND POSSIBLY THE AIRCRAFT'S INTERIOR CONFIGURATION, AND
NOT RPT NOT ANY PORTION OF THE VIP TELECOMMUNICATION SYS-
TEM. BANK WOULD BE REPRESENTED BY VICE PRESIDENT RAYMOND
ALBRIGHT, WHO, AS MATTERS NOW STAND, WOULD BE AVAILABLE
ANY TIME BEFORE END OF FEBRUARY EXCEPT FOR PERIOD OF
FEBRUARY 9-11. WE WOULD HOPE MEETINGS COULD TAKE PLACE
AS EARLY IN FEBRUARY AS POSSIBLE.

4. PLEASE ADVISE GOR RESPONSE VIA EXDIS CABLE.

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5. POSITIVE INFORMATION JUST RECEIVED IN REF (B) PRO-
VIDES FURTHER REASON FOR INITIATING TALKS WITH EXIM ASAP.

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